

## Message Text

UNCLASSIFIED

PAGE 01 BANGKO 12950 041234Z  
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----017425 041427Z /64  
R 040947Z MAY 78  
FM AMEMBASSY BANGKOK  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 4117

UNCLAS BANGKOK 12950

E.O. 11652: N/A  
TAGS: BEXP, TH  
SUBJ: WTDR/FTI: COMMERCIAL ASSOCIATES CO. LTD.

REF: USDOC 8118

FOLLOWING IS REPEAT OF BANGKOK 11614:

1. THAILAND  
OFFICE USE: 2. 549 3. NA 4. 01  
5. COMMERCIAL ASSOCIATES CO., LTD.  
6. P.O. BOX 11-30, 61 KASEMRAJ ROAD, 6TH FLOOR, TAVICH BLDG.  
7. BANGKOK  
8. CONTACT: NOUVARUTANA PHATHANODOM  
9. TITLE: MANAGING DIRECTOR  
OTHER OFFICIALS ARE: CHAROENRATANA PAHTHANODOM, SALES MANAGER  
AND VIVATNA PHATHANODOM, ASST. SALES MANAGER.  
  
10. PHONE: 2860613 11. TELEX: TH 2338  
12. CABLE: COMASCO BANGKOK  
13. ESTBL: 1973 14. EMPL: 25 15. SIZE: SMALL  
16. REPUTATION: Y-GOOD 17. RPT DATE: 05/78  
OFFICE USE: 18. K 19. NA 20. NA 21. NA 22. NA  
23A. 34800/135 IMP. AGT. DIST. OF ORDNANCE AND ACCESSORIES  
23B 37210/135 IMP. AGT. DIST. OF AIRCRAFT AND HELICOPTERS  
23C. 37950/135 IMP. AGT. DIST. OF ARMORED AND MOTOR VEHICLES  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BANGKO 12950 041234Z

24. FOREIGN SALES: NA  
25. FINANCIAL REF: BANGKOK BANK LTD., 9 SUAPA ROAD, BANGKOK,  
THAILAND.  
26. TRADE REF: BELL HELICOPTER-TEXTRON INC., P.O. BOX 482, FORT  
NORTH, TEXAS 76101.  
27. FOREIGN FIRMS REF: AGENCY REP. OF BELL HELICOPTER-TEXTRON,  
P.O. BOX 482, FORT WORTH, TEXAS 76101 FOR AIRCRAFT AND

HELICOPTERS; CADILLAC-GAGE CO., P.O. BOX 1027, WARREN, MICH. 48090  
FOR ARMORED VEHICLES; CESSNA INT'L INC., P.O. BOX 1521, WICHITA,  
KANSAS 67201 FOR AIRCRAFT.

28. POST EVALUATION: COMMERCIAL ASSOCIATES WAS INCORPORATED IN  
1970 WITH AN AUTHORIZED CAPITAL OF \$150,000 TO ACT AS AN ACTIVE  
BIDDER OF ORDNANCE AND ACCESSORIES, AIRCRAFT, HELICOPTERS,  
ARMORED AND MOTOR VEHICLES FOR MILITARY AND POLICE USE. FIFTY  
PERCENT OF ITS IMPORTS ARE FROM THE U.S. WITH THE REMAINDER FROM  
ITALY, U.K. AND BELGIUM. ITS LEASED OFFICE OCCUPIES 100 SQ. METERS,  
LOCATED IN ONE OF BANGKOK'S BUSINESS DISTRICTS. FIRM'S SALES  
VOLUME IN 1977 WAS REPORTED TO BE ABOUT \$75,000.000. IT IS  
MANAGED BY MR. NORVARATANA PHATHANODOM, FORMER SALES MANAGER OF  
ATHON SWAI, AN ORDNANCE AND ACCESSORIES IMPORTER AND DISTRIBUTOR.  
IT EMPLOYS 25 PEOPLE INCLUDING 10 SALESMEN. LOCAL BANK REPORTS  
FAVORABLY ON THE SUBJECT; IT IS CONSIDERED TO BE A GOOD TRADE  
CONTACT FOR U.S. FIRMS.

29. PREP: SATHIT/SOMSAK APPR: JAMES H. SAVERY  
WHITEHOUSE

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 04 may 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978BANGKO12950  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780190-0928  
**Format:** TEL  
**From:** BANGKOK  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780595/aaaadcqj.tel  
**Line Count:** 80  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** fcf298a4-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2797362  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** WTDR/FTI: COMMERCIAL ASSOCIATES CO. LTD.  
**TAGS:** BEXP, TH  
**To:** COM  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/fcf298a4-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014